

INDUSTRY LEADING TEAM

Industrial & Logistic Real Estate Advisors

New Jersey's premier industrial team led by Mindy Lissner and Bill Waxman understand that joining the experience and talent of individual professionals creates a better, more comprehensive solution for our clients. In a marketplace characterized by a singular, one dimensional sales mentality, this team's unique approach of teamwork and collaboration results in a much greater outcome than the sum of their individual parts. Over a decade later, they proved that this model is correct.

The collaborative group continues to be one of the top industrial teams in the country. They are the premier thought leaders on all matters pertaining to industrial and logistic real estate. Recently, this all-star lineup joined Cushman & Wakefield where they will strengthen their strategic alliances in the Tri-State, nationally and globally. The team continues to adapt and evolve in a manner that outpaces the changing industrial marketplace allowing them to provide the highest level of advisory to owners, investors and occupiers.

WHAT CAN WE DO **FOR YOU?**

OUR SERVICES



Acquisition/
Disposition of
Property for Sale



Build-to-Suit
Representation



Opinions of
Value



Transaction
Management



Tenant/Buyer
Representation



Lease vs. Own
Analysis



Supply Chain
and E-commerce
Studies



Primary, Secondary,
and tertiary markets
real-time data



Labor and
Incentives Analysis



Lease Renewal
Negotiations



Multi-market
Site Selection



Real Estate
Consulting and
Sale/Leaseback

CORE SERVICES

Cushman & Wakefield provide targeted expertise through specialty practices.

BY THE NUMBERS

60

COUNTRIES
(approx.)

400

OFFICES
(approx.)

\$10.1B

IN REVENUE
(USD)

52,000

EMPLOYEES
(approx.)

4.8B

SF MANAGED

INDUSTRIES & SPECIALTIES

- Airports
- Automotive
- Banking/Financial
- Build-to-Suit
- Data Centers
- eCommerce
- Education
- Energy (oil & gas)
- Food & Beverage
- Food & Beverage
- Global Supply Chain
- Government
- Healthcare
- Hospitality
- Industrial
- Land
- Legal/Professional
- Life Sciences/Pharma
- Multifamily
- Net Lease Investment
- Not-for-Profit
- Ports & Intermodal
- Rail
- Retail
- Technology
- Third-Party Logistics (3PL)

THE CUSHMAN & WAKEFIELD **EDGE**

Creative, market-savvy teams

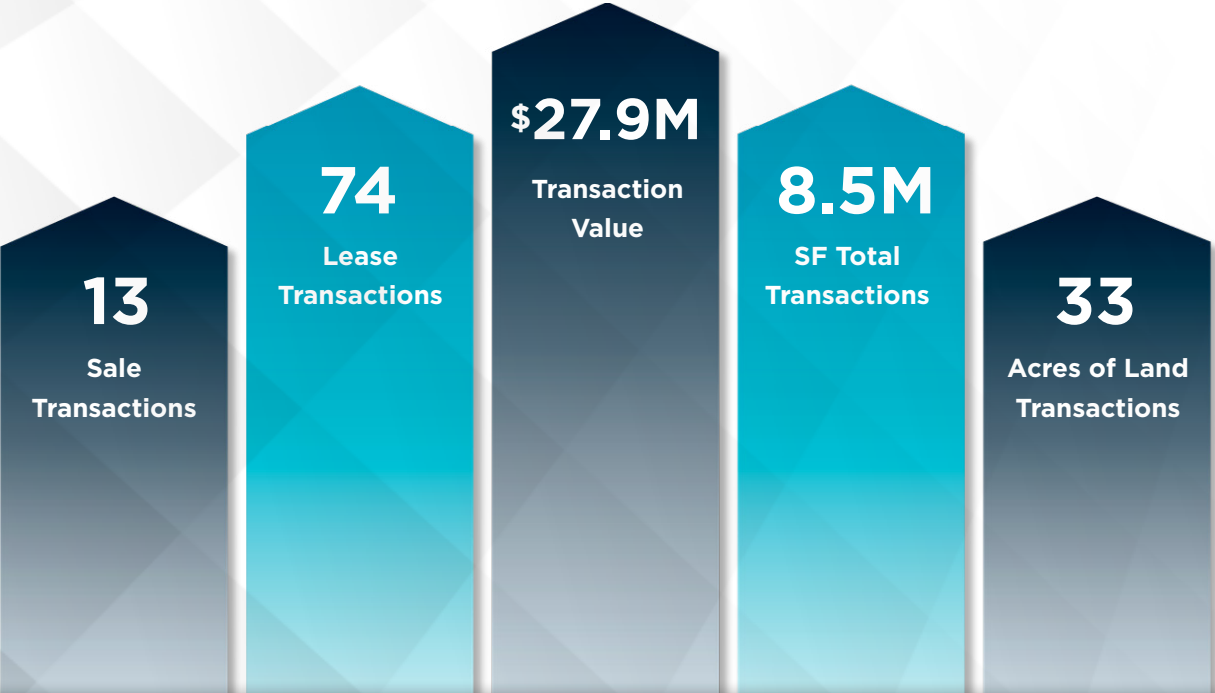
Maximum value through analytics

Unique insight, strategic perspective

Advantages of a multi-disciplined platform

2024 TRANSACTIONS

BY THE NUMBERS



We built our reputation one client at a time. We view real estate holistically, recognizing that it's the relationship, not the transaction, that is important. We work just as hard on a 5,000 sq. ft. pain point in a tertiary market as we would on a 500,000 sq. ft. project in a major market. Our clients know we are there for them always.

“ I would like to thank you for the daunting task of quickly identifying a building in Eastern PA and then working through all the additional coordination, meetings and negotiations that have happened over the past several months to get us to lease execution today! You have done it with grace, enthusiasm and professionalism and we thank you.” - *Robert Bell, Interstate Batteries*

“ This relationship has been so valuable for KSI. We appreciate the professionalism and responsiveness of the entire C&W team. Thank you everyone for your hard work!” - *Chip Potter, KSI Auto Parts*



SUCCESS STORIES

INTERSTATE BATTERIES

Industry: Battery distribution

Project Overview: Interstate Battery System of America, Inc., a.k.a. Interstate Batteries, is a US privately owned battery marketing and distribution company based in Dallas, Texas. It markets automotive batteries manufactured by Brookfield Business Partners, Exide Technologies, and others through independent distributors. Interstate needed assistance establishing and locating the final three facilities in their newly established distribution network to support the Northwest, Northeast and Central US markets

After an exhaustive search of facilities existing and under construction, Interstate Batteries, with the assistance of the Cushman & Wakefield team identified properties in Quakertown PA and Camas, WA. These class A state of the art facilities checked all of the boxes related to location, logistics and labor. The final Central search is underway with a lease expected to be executed Q1 2024.

EAST COAST WAREHOUSE

Industry: Third party logistics and cold chain distribution

Project Overview: East Coast Warehouse is a well established multi-market port centric 3PL, CES and transportation company. They also have a large and growing cold chain – cold logistics niche. One of their locations was an older 279,000 SF warehouse Bayonne, NJ with a lease expiring. East Coast made the decision to expand and relocate this facility. The new facility needed to be located within certain logistical parameters plus have proximity to the port. The building was to be temperature controlled along with the need for good loading, flow, and pallet positions. Timing was a critical factor as well.

A concentrated yet robust suitable facility search was initiated and executed. The final transaction was kept within the strict timeline, budget, and complicated parameters of the original plan. East Coast is now poised to continue its growth and completely satisfy their customers in a brand new state of the art 387,000 sq. ft. temperature controlled facility in Dayton, NJ

MAINFREIGHT

Industry: Global third party logistics and freight forwarding

Project Overview: MainFreight is a publicly traded international highly regarded logistics firm. One of their facilities is located extremely close to Port Newark/Elizabeth and Newark Airport. When they first occupied the building it was multi tenanted with Amazon being the other tenant. MainFreight's success allowed them to rapidly fill their portion of the building and had a need to expand. The Cushman & Wakefield team, by staying on top of changing markets and conditions, learned that Amazon was going to relocate this facility.

Working with Amazon's advisors as well as the landlord's (Clarion) advisors multiple agreements were reached and completed. This allowed MainFreight to take over the entire 279,000 sf facility, recast it's original lease, improve the space and implement their green initiative. This will allow MainFreight continued growth and success in the vital NJ Port market.



CLIENTS
REPRESENTED



MEET THE TEAM

Our goal is to be more than a broker. We want to be an **advocate, advisor and resource** serving our clients with supreme market-leading collaboration.



Mindy Lissner, SIOR

Vice Chair

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Mindy Lissner has more than 30 years of experience in industrial brokerage, specializing in industrial property acquisition and disposition services, strategic planning and implementing of network optimization studies and market evaluation and analysis, as well as global portfolio oversight. Serving as a trusted advisor and subject matter expert, Lissner's areas of expertise include the sale and leasing of warehouse/distribution facilities, manufacturing, food grade, NNN leased sale/leasebacks, industrial investment sales and land site development.

Lissner has been recognized as a Woman of Influence by GlobeSt. and Real Estate-NJ. Over the course of her career, she has successfully completed transactions valued with total consideration in excess of \$10 billion and she remains a top producer in New Jersey. She is a member of the Society of Industrial and Office Realtors and received her Bachelor of Arts from the University of Delaware.



Bill Waxman, SIOR

Vice Chair

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Bill Waxman is an industry veteran who is known for his ability to analyze difficult challenges for his clients and provide quantifiable creative solutions. An authority on corporate, industrial, ecommerce and supply chain real estate, Waxman advises companies of all sizes, from Fortune 50 to startups.

Waxman is a leader in ports and integrated logistics real estate, and works on projects not only locally but throughout the Tri-State area, nationally, and globally. He has received a myriad of industry recognitions, including SIOR's and NAIOP's deal of the year multiple times and has been recognized as ROI-NJ's influencer every year since 2020. Waxman is a member of SIOR, NAIOP, CSCMP, IOREBA, and a board member of Wynona's House (a child advocacy center). He still continues supply chain education and is currently taking courses at Wharton. He is a sought-after speaker and often quoted in major publications.



David Gheriani

Executive Managing Director

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David Gheriani has 16 years of commercial real estate experience and provides occupier and investor representation services to clients throughout central and northern New Jersey. He specializes primarily in the sale and leasing of industrial properties along the New Jersey Turnpike Corridor. Gheriani's extensive background in landlord and tenant representation with a niche for food and cold storage facilities affords him the ability to understand client needs more robustly, which has resulted in strong client relationships and a multitude of successful transactions.



Jeff Volpi

Senior Director

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Jeff Volpi joined Cushman and Wakefield in 2022 as a Director specializing in Supply Chain & Logistics real estate, representing tenants, landlords, and investors. He has executed multiple transactions for clients such as TMI / CJ America, Carnegie Deli, Wonder Meats, and Diamond Group. Jeff graduated from NYU with a degree in Economics and previously worked as a market maker on the floor of the NYSE for Labranche & Co. and Bank of America, as well as at Bloomberg Financial selling and implementing the AIM Hedge Fund trading platform. Jeff's finance background shapes his strategic Real Estate approach, while his dedication to client service fosters strong and trusted relationships.



Morgan Nitti

Senior Director

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Morgan Nitti works with both occupiers and landlords in northern and central New Jersey. Morgan performs extensive research on the industrial market that is a value add to her clients when executing transactions. Her boots on the ground role allows her to gather and share real time data and market information. Through meeting clients and by evaluating the market she is able to create and develop relationships. Morgan received a degree in Finance from the University of Colorado Boulder.



Michael Ugarte

Director

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Michael Ugarte is a Director known for his outstanding performance in the Central New Jersey real estate market. Specializing in industrial occupiers and investors, he navigates clients through the complexities of transactions with diligence and expertise. Michael's focus lies in prospecting, implementing, and executing lease and sale transactions, while closely monitoring market activity. Recognized for his achievements, he received the 2022 NJ Rookie of the Year Award for his exceptional business cultivation across various submarkets and successful completion of multiple transactions.



TJ Calderone

Senior Associate

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TJ Calderone works with occupiers and landlords across Central and Northern New Jersey's industrial markets, guiding clients through lease and sale transactions. Leveraging market research, field insights, and local submarket knowledge, he identifies opportunities that align with clients' operational and investment goals, with a growing focus on the outdoor storage sector. Through active market engagement and strong relationships, TJ delivers practical, data-driven solutions tailored to each client.

EXCLUSIVE MARKETING & RESEARCH SUPPORT TEAM



Michelle Merkel

Broker Specialist



Yulanda Matos

Broker Specialist



Staci Giammona

Senior Broker Specialist

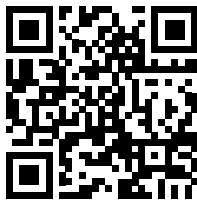


Michelle Davies

Senior Marketing Specialist

CONTACT US FOR MORE INFORMATION

WE LOOK
FORWARD TO
MEETING YOU.



INDUSTRIALREADVISORS.COM

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